



IFGL REFRACTORIES LIMITED

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17th November, 2020

National Stock Exchange of India Ltd
'Exchange Plaza', C-1, Block – G
Bandra – Kurla Complex
Bandra (E), Mumbai 400 051
Code : IFGLEXPOR

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001
Code: 540774

Dear Sirs,

Re: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In compliance of above, please find enclosed herewith copy of an updated Investors Presentation. Copy of this is being hosted on Company's Website : www.ifglref.com.

Thanking you,

Yours faithfully,
For IFGL Refractories Ltd.,

(R Agarwal)
Company Secretary

Encl: As above

COMMITTED TO
CLEAN METAL



IFGL Refractories Limited

Investor Presentation – Q2FY21
November 2020

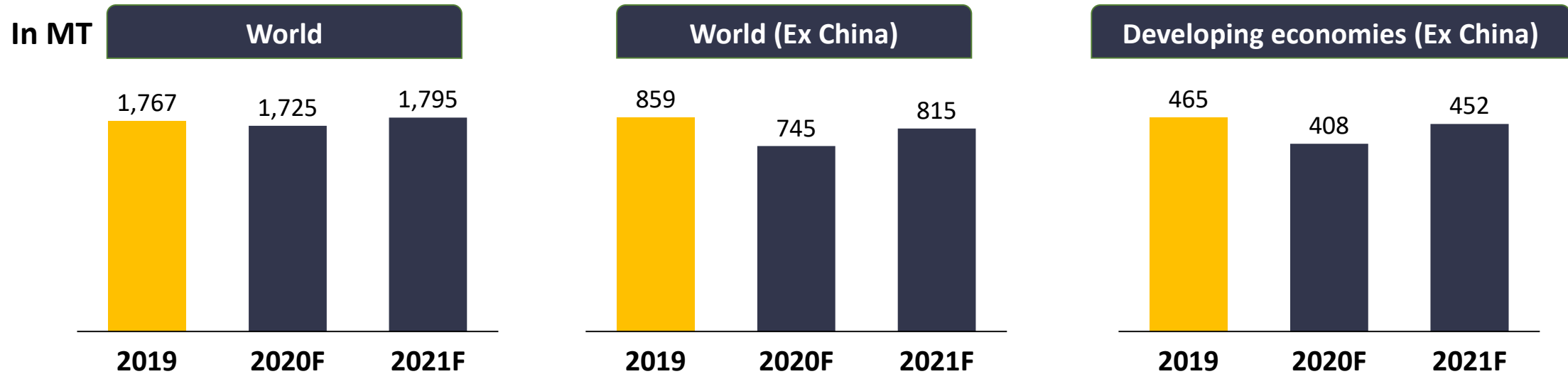


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Industry Overview

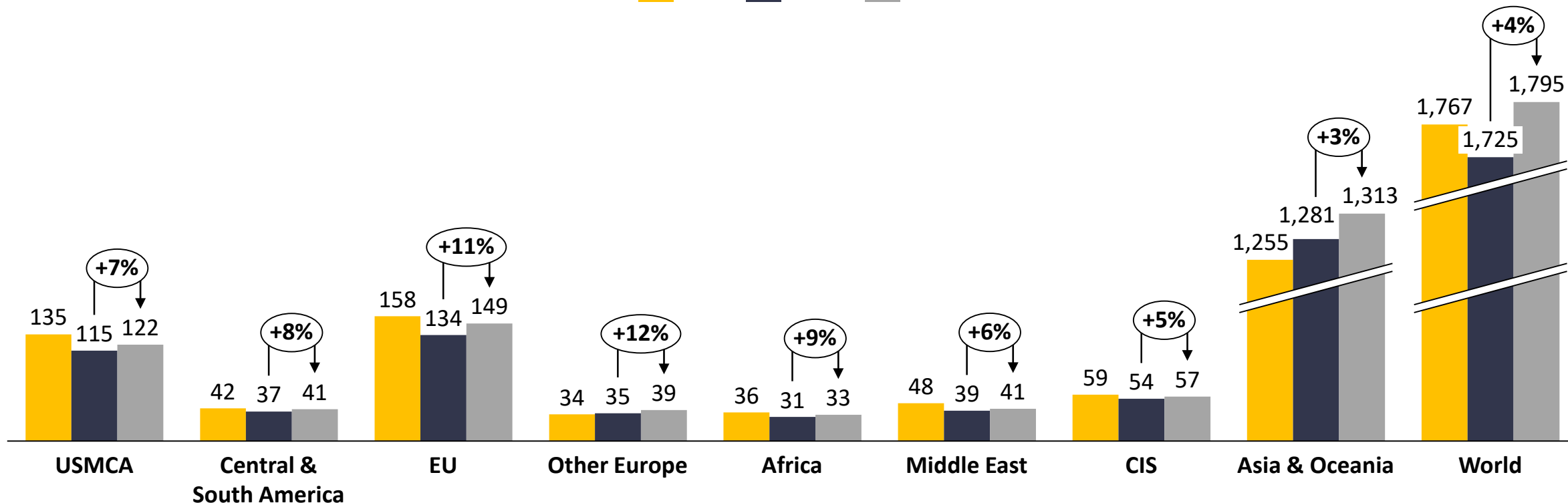


➤ Global outlook:

- As per WSA, global steel demand while still showing a decline in 2020, is much smaller than previously expected
- In 2020 WSA forecasts that steel demand will contract by 2.4%, dropping to 1,725.1 MT due to COVID-19 pandemic. In 2021 steel demand is expected to recover to 1,795.1 MT, an increase of 4.1 % over 2020
- Post lockdown recovery in Steel demand in the rest of the world has been stronger than what was earlier expected

Forecasted Global Short-Term Steel Demand

In MT 2019 2020F 2021F

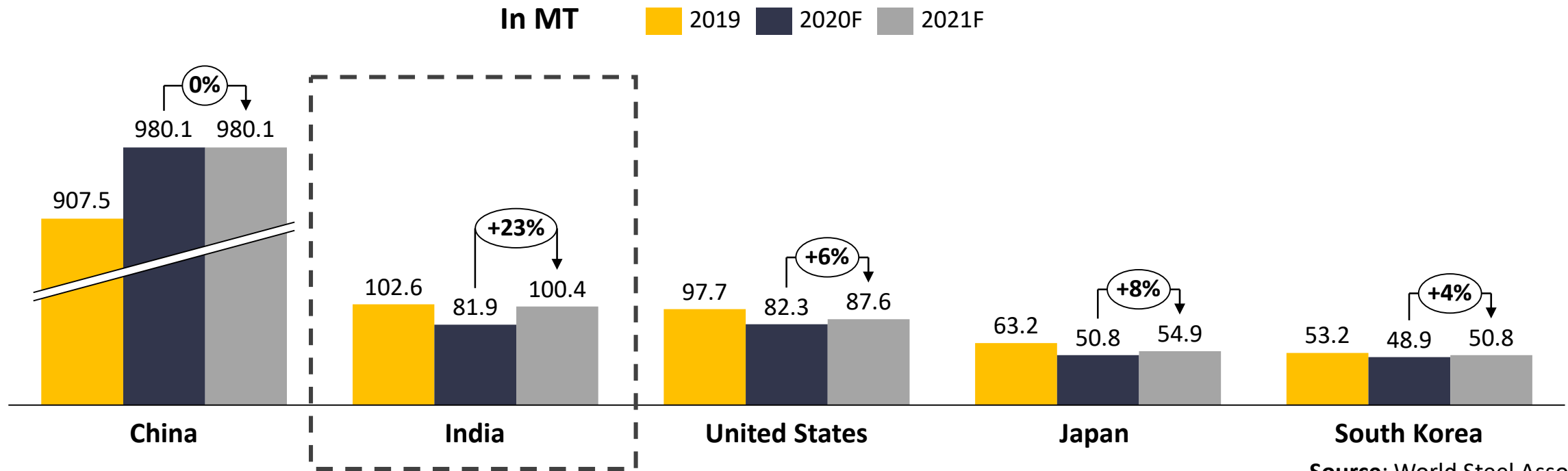


Steel Demand is expected to grow strongly across all parts of the world in 2021

USMCA – US, Mexico, Canada

Source: World Steel Association, other articles

Top 5 Steel Consuming Countries

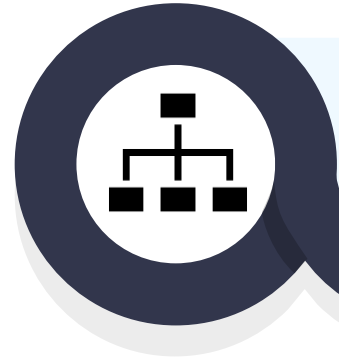


Source: World Steel Association

➤ India outlook:

- India implemented one of the strictest lockdown in world which disrupted demand of Steel for a short period of time. However, as lockdown on being eased, country has witnessed a strong bounce back in demand led by increased manufacturing activities across all the sectors
- Although Steel demand in India may decrease in 2020 but in 2021, it is expected to be extremely strong as Government has unveiled various infrastructure investments, production linked incentives, support for rural economy through infra development in rural areas complemented by restarting of construction activities across India & recovery of auto industry

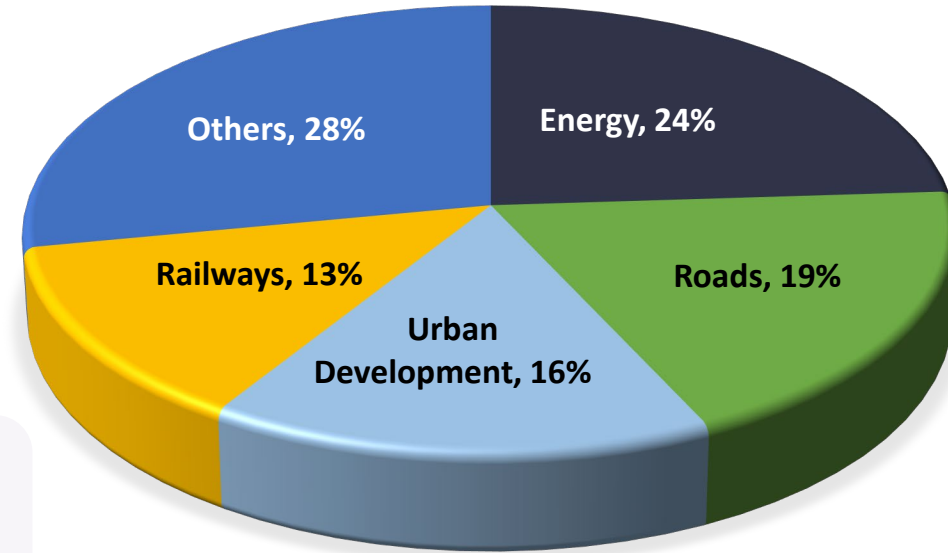
National Infrastructure Pipeline (NIP) Project



National Infrastructure Pipeline Project (NIP)

Government unveiled the multimillion-dollar National Infrastructure Pipeline (NIP), with projects spread across 18 states over the next five years

Investment allocation under NIP



\$5 Trillion Economy

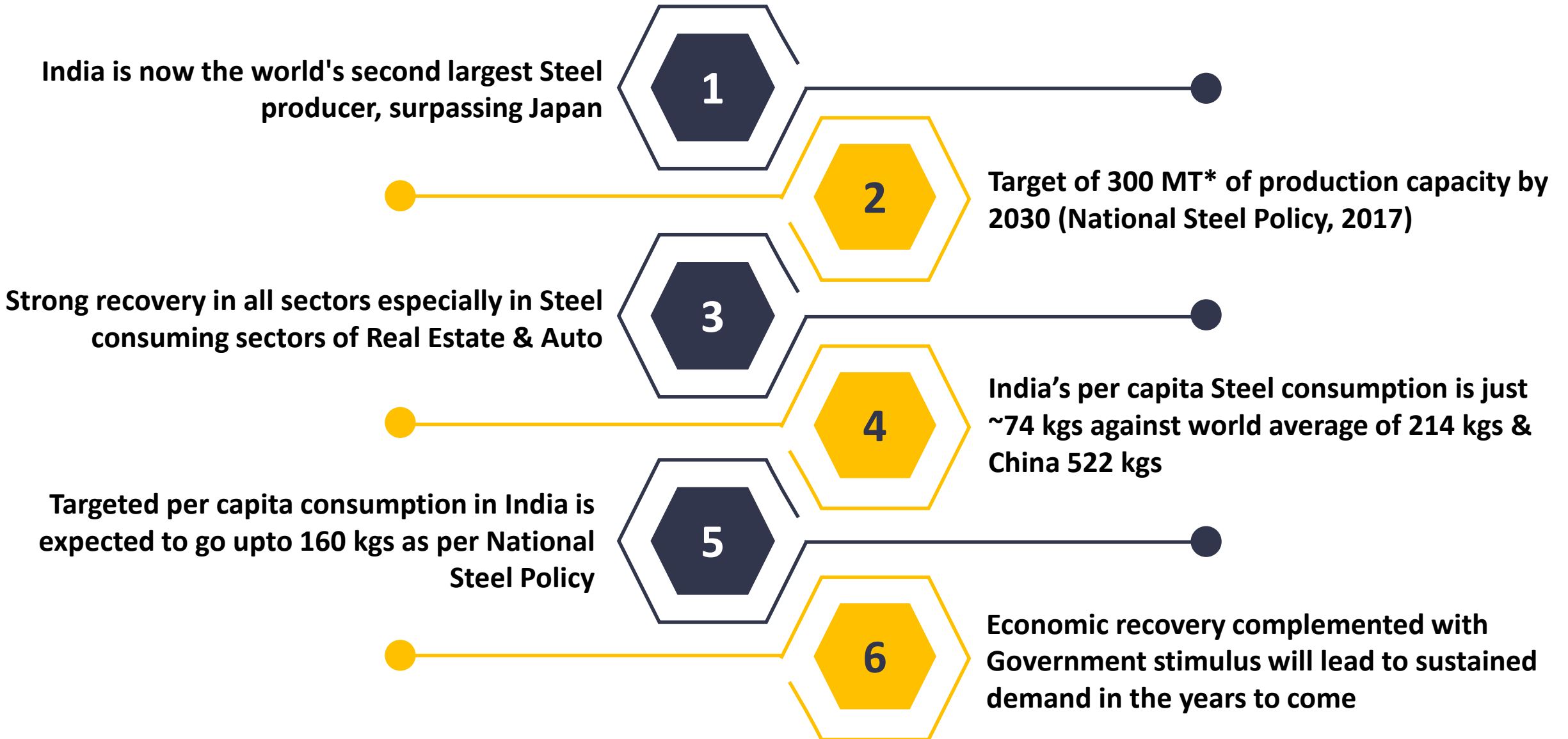
India needs to spend about \$1.4 trillion on infrastructure to become a \$5 trillion economy by FY25



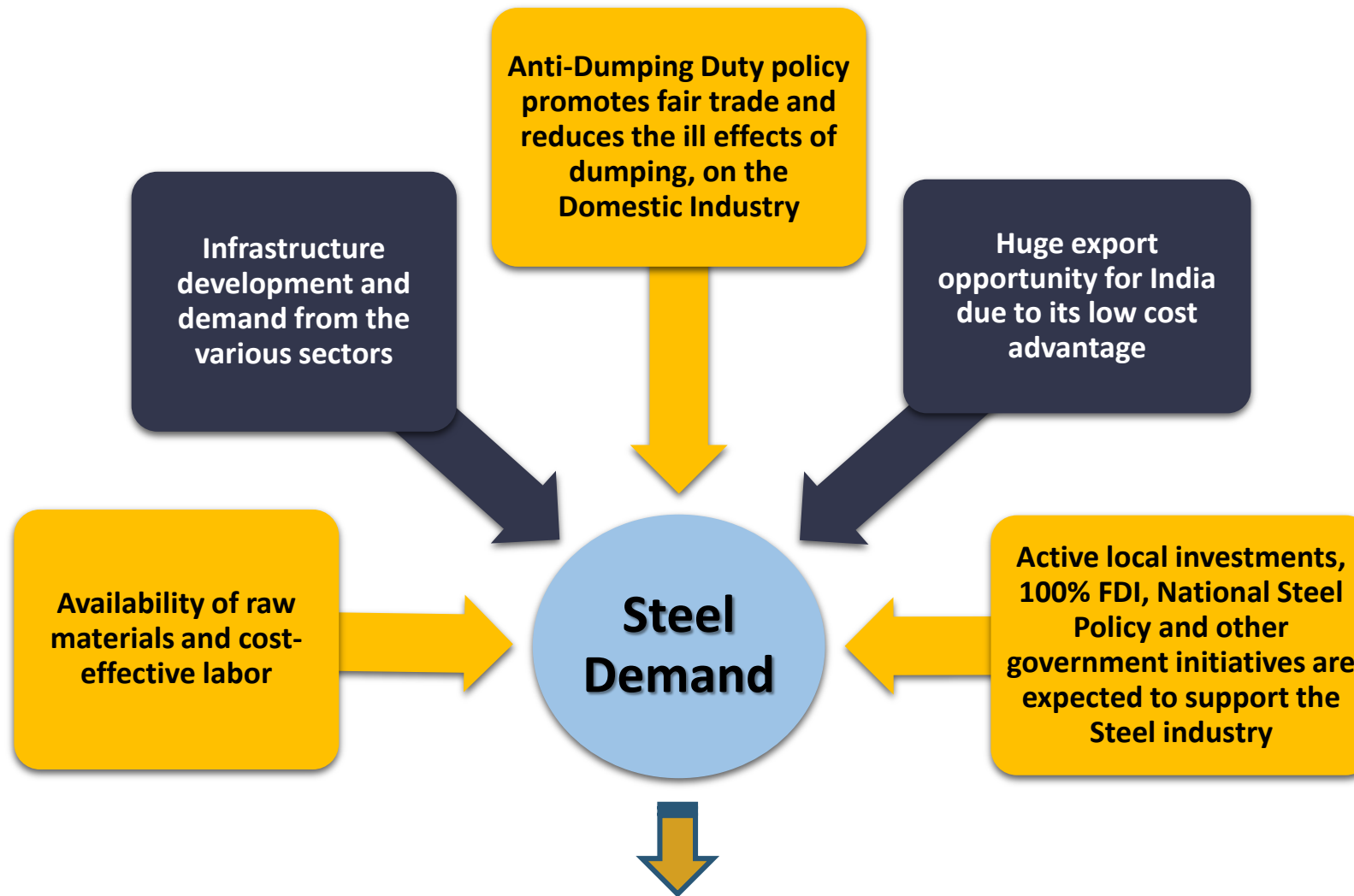
Fresh Investments in Infrastructure

Fresh investment in power, railways, and water, coupled with renewed interest in the automobile sector is bound to bring in fresh demand for steel

Domestic Steel Industry on a strong footing in the long term



Growth drivers of Indian Steel industry



Boost usage of refractory products significantly. Iron and steel industry accounts for approximately 71% of the refractories market share



MAKE IN INDIA

AATMANIRBHAR BHARAT

During FY19-20, Government announced significant reduction in Corporate Taxes to give fillip to the domestic companies and make them competitive globally

AATMANIRBHAR BHARAT

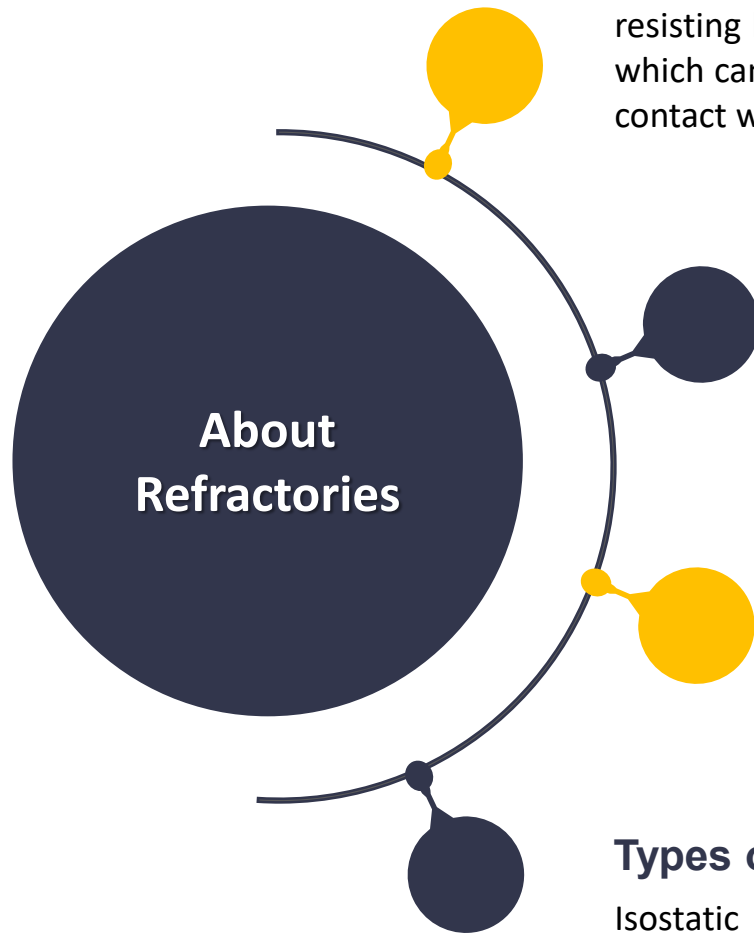
- ❑ AATMANIRBHAR BHARAT is the vision of the Government to make India a self-reliant nation. PM Modi has promoted “Vocal for Local” campaign which promotes Indian Companies to lead India to become self reliant
- ❑ Self-reliant India will ensure production of quality products on a large scale, fulfil India’s requirements and boost export of surplus production

No Global Tenders for less than Rs. 200 Crores Project

- ❑ No Global tenders of up to Rs 200 crore allowed in government procurements
- ❑ Move to immensely benefit Indian domestic Manufacturers; especially the MSME’s
- ❑ PSU Steel companies have already started implementing this

Recent Government Initiatives to aid Steel Demand

- ❑ Production Linked Incentive (PLI) scheme for 10 sectors especially in speciality steel will attract fresh investment and state of the art technology that would make India self-reliant in producing value-added speciality Steel products
- ❑ PLI scheme for automobiles and auto components will generate sustained demand of Steel in the long term from domestic manufacturers



What are Refractories

Refractories are material having high melting points, with properties that make them suitable to act as heat-resisting barriers between high and low temperature zones. Refractories are inorganic nonmetallic material which can withstand high temperature without undergoing physical or chemical changes while remaining in contact with molten slag, metal and gases

Raw Materials

Principal raw materials used in the production of refractories are: oxides of silicon, aluminum, magnesium, calcium and zirconium and some non-oxide refractories like alumina, carbides, nitrides, borides, silicates and graphite

Uses

Refractories are used by metallurgy industry for flow control and also in the internal linings of furnaces, kilns, reactors and other vessels for holding and transporting metal and slag. In non-metallurgical industries, the refractories are mostly installed on fired heaters, hydrogen reformers, ammonia primary and secondary reformers, cracking furnaces, utility boilers, catalytic cracking units, coke calciner, sulphur furnaces, air heaters, ducting, stacks, etc.

Types of Refractories

Isostatic Refractories, Slide Gate Refractories & Systems, Tube Changer Refractories & System, Purging System & Refractories, Cast Products & Zirconia Nozzles, Monolithics/ Castable & Foundry Ceramics

Our Performance

Strong Standalone & Consolidated Performance

Highest Ever
Standalone
Revenue

Rs. 167.6 Crores
Up 37% YoY

Consolidated
Revenue

Rs. 248.4 Crores
Up 9% YoY

Highest Ever
Standalone
EBITDA

Rs. 36.4 Crores
Up 105% YoY

Highest Ever
Consolidated
EBITDA

Rs. 41.3 Crores
Up 58% YoY

Highest Ever
Standalone
PAT

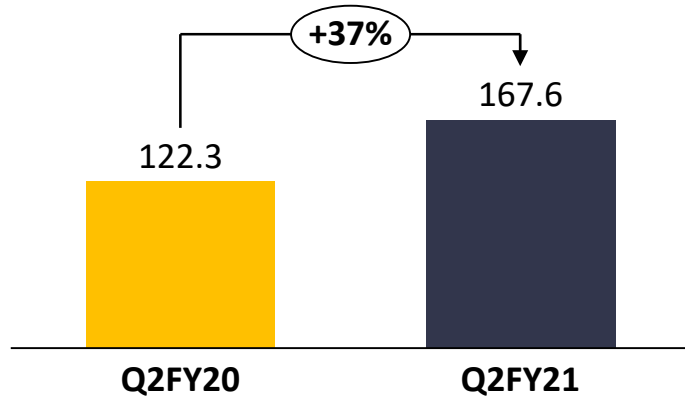
Rs. 19.2 Crores
Up 152% YoY

Highest Ever
Consolidated
PAT

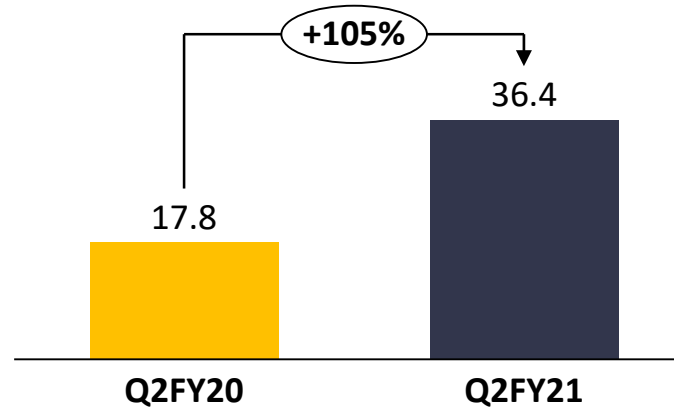
Rs. 20.6 Crores
Up 65% YoY

Q2FY21 Standalone Financial Highlights

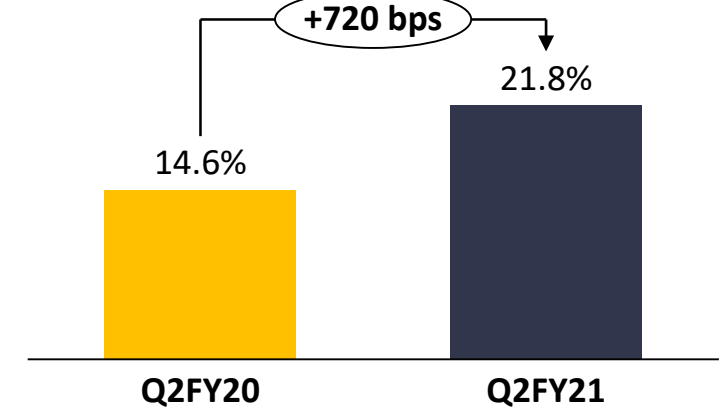
Total Income [Rs. Crs.]



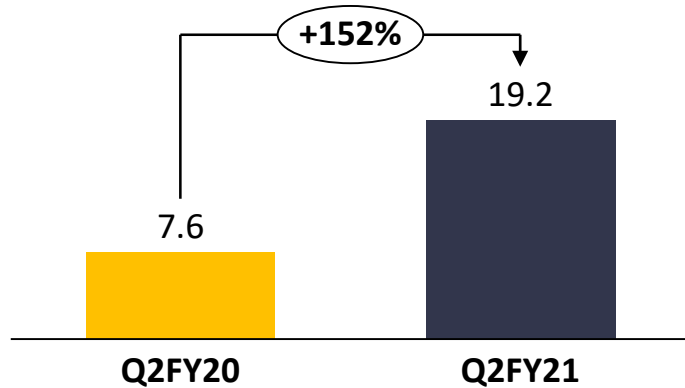
EBITDA [Rs. Crs.]



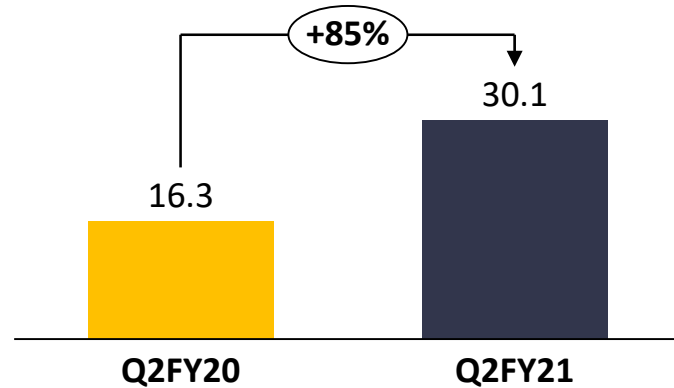
EBITDA margin [%]



Profit After Tax [Rs. Crs.]



Cash PAT [Rs. Crs.]



Strong demand recovery in all the markets, improved realisations and cost optimization efforts has led to strong growth in revenue & profitability

Q2FY21 Standalone Profit & Loss



Profit & Loss [Rs. Crs.]	Q2 FY21	Q2 FY20	Y-o-Y%	Q1 FY21	Q-o-Q%	H1 FY21	H1 FY20	Y-o-Y%
Total Income	167.5	122.3	37%	129.9	29%	297.5	265.7	12%
Raw Material	78.5	62.9		60.8		139.3	139.1	
Employee Expenses	13.1	11.0		11.7		24.8	21.4	
Other Expenses	39.5	30.6		31.2		70.7	65.4	
EBITDA	36.4	17.8	105%	26.2	39%	62.6	39.9	57%
EBITDA %	21.7%	14.6%	7%	20.2%		21.1%	15.0%	
Depreciation	3.5	3.1		2.9		6.4	6.1	
Goodwill written off*	6.7	6.7		6.7		13.4	13.4	
Finance Cost	0.7	0.7		0.6		1.3	1.6	
Profit before Tax	25.5	7.3	249%	16.0	59%	41.5	18.7	122%
Tax	6.4	-0.3		4.1		10.5	2.5	
Profit after Tax	19.2	7.6	152%	11.9	61%	31.1	16.2	92%
Profit after Tax %	11.4%	6.2%		9.2%		10.5%	6.1%	
Cash Profit after Tax	30.1	16.3	85%	22.8	32%	52.9	34.9	51%
Earnings Per Share (Rs.)	5.3	2.1		3.3		8.6	4.5	

Cash PAT = Profit after Tax + Deferred tax + Depreciation + Goodwill written off on account of merger

* Goodwill amounting to Rs. 267 Crs. on account of Merger is being written off over a period of 10 years

Standalone Balance Sheet



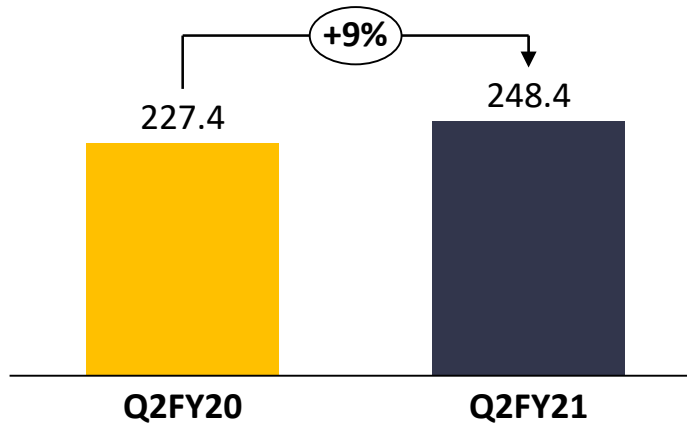
Assets (in Rs. Crs.)	Sep-20	Mar-20
Non current Assets	311.9	327.9
Fixed Assets		
Property Plant & Equipment	76.5	80.7
Right to Use Asset	15.9	16.2
Capital WIP	7.1	3.9
Goodwill	146.9	160.2
Intangible assets	0.0	0.1
Financial Assets		
Investments	56.8	56.8
Loans & Deposits	2.2	2.2
Deferred Tax Assets (net)	3.3	5.3
Income Tax Assets (net)	1.1	1.5
Other Non current Assets	2.1	1.1
Current Assets	373.6	308.9
Inventories	99.7	73.8
Financial Assets		
Investments	64.3	93.2
Trade Receivables	144.2	125.1
Cash & cash equivalents	3.9	7.8
Bank Balances	54.1	1.1
Other Financial Assets	0.8	2.1
Other Current Assets	6.7	6.0
Total Assets	685.4	636.8

Equity & Liabilities (in Rs. Crs)	Sep-20	Mar-20
Equity	545.1	514.0
Share Capital	36.0	36.0
Other Equity	509.1	478.0
Non Current Liabilities	11.0	9.1
Financial Liabilities		
Lease Liabilities	8.8	8.7
Income Tax Liabilities	1.9	0.4
Provisions	0.3	-
Current Liabilities	129.4	113.7
Financial Liabilities		
Borrowings	20.7	31.8
Lease Liabilities	0.8	0.8
Trade Payables	92.9	62.4
Other Financial Liabilities	6.8	4.8
Other Current Liabilities	7.9	13.7
Provisions	0.3	0.3
Total Equity & Liabilities	685.4	636.8

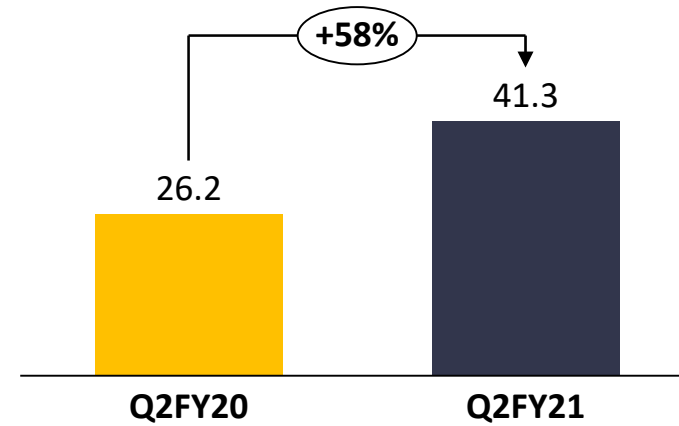
Q2FY21 Consolidated Financial Highlights



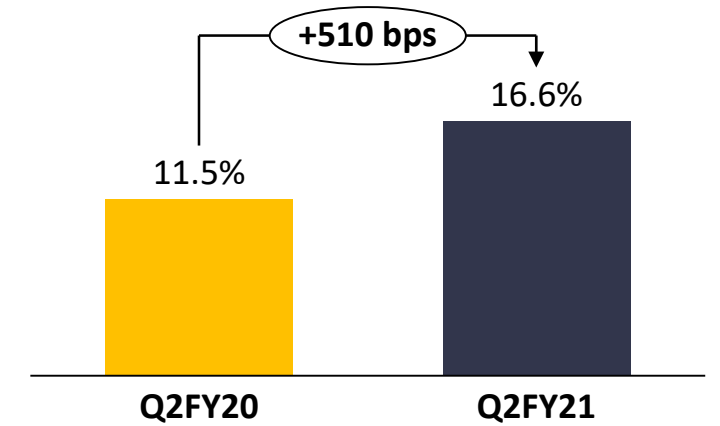
Total Income [Rs. Crs.]



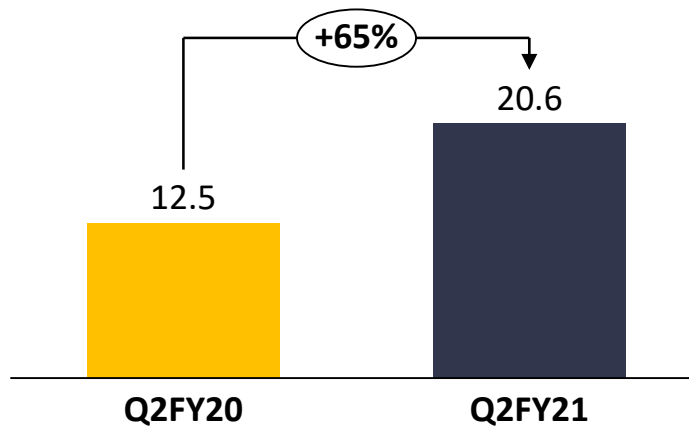
EBITDA [Rs. Crs.]



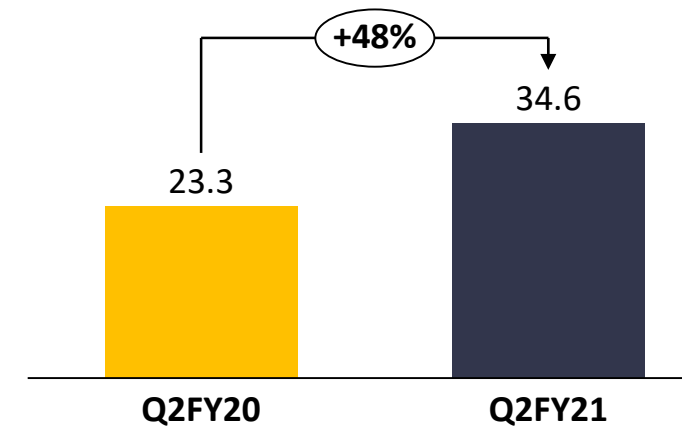
EBITDA margin [%]



Profit After Tax [Rs. Crs.]



Cash PAT [Rs. Crs.]



Q2FY21 Consolidated Profit & Loss



Profit & Loss [Rs. Crs.]	Q2 FY21	Q2 FY20	Y-o-Y%	Q1 FY21	Q-o-Q%	H1 FY21	H1 FY20	Y-o-Y%
Total Income	248.4	227.4	9%	206.4	20%	454.8	483.6	-6%
Raw Material	109.5	112.1		95.9		205.4	243.4	
Employee Expenses	37.9	37.7		34.8		72.7	75.0	
Other Expenses	59.7	51.5		49.2		108.9	108.8	
EBITDA	41.3	26.2	58%	26.5	56%	67.8	56.4	20%
EBITDA %	16.6%	11.5%	5.1%	12.8%		14.9%	11.7%	
Depreciation	5.8	4.9		5.2		11.0	9.8	
Goodwill written off*	6.7	6.7		6.7		13.4	13.4	
Finance Cost	0.9	0.7		0.7		1.6	1.7	
Profit before Tax	28.0	13.8	102%	13.9	101%	41.8	31.5	33%
Tax	7.3	1.3		3.7		11.0	5.4	
Profit after Tax	20.6	12.5	65%	10.2	102%	30.8	26.1	18%
Profit after Tax %	8.3%	5.5%		4.9%		6.8%	5.4%	
Cash Profit after Tax	34.6	23.3	48%	23.8	45%	58.3	49.0	19%
Earnings Per Share (Rs.)	5.7	3.5		2.8		8.6	7.2	

Cash PAT = Profit after Tax + Deferred tax + Depreciation + Goodwill written off on account of merger

* Goodwill amounting to Rs. 267 Crs. on account of Merger is being written off over a period of 10 years

Consolidated Balance Sheet

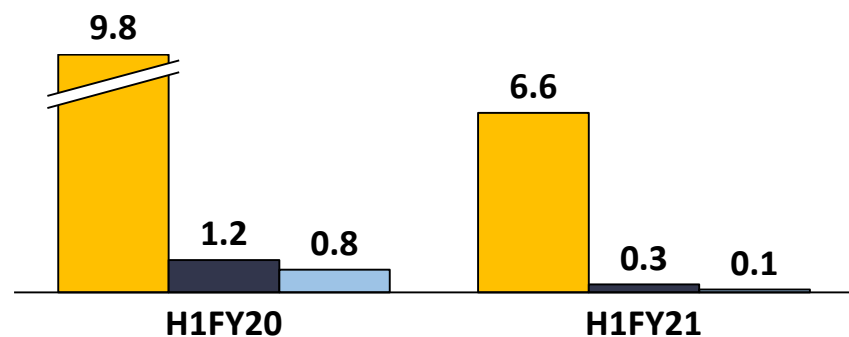


Assets (in Rs. Crs.)	Sep-20	Mar-20
Non current Assets	443.1	460.6
Fixed Assets		
Property Plant & Equipment	137.5	152.3
Right to Use Asset	21.0	22.0
Capital WIP	10.2	6.9
Goodwill	105.2	103.6
Intangible assets	157.9	162.5
Financial Assets		
Investments	0.5	0.5
Loans & Deposits	2.2	2.2
Deferred Tax Assets (net)	3.3	5.6
Income Tax Assets (net)	2.5	3.0
Other Non current Assets	2.9	1.9
Current Assets	621.2	568.6
Inventories	163.7	141.8
Financial Assets		
Investments	64.3	93.2
Loans & Deposits	0.7	0.7
Trade Receivables	203.1	210.5
Cash & cash equivalents	123.1	109.7
Bank Balances	54.1	1.1
Other Financial Assets	0.8	2.1
Other Current Assets	11.6	9.7
Total Assets	1,064.3	1,029.2

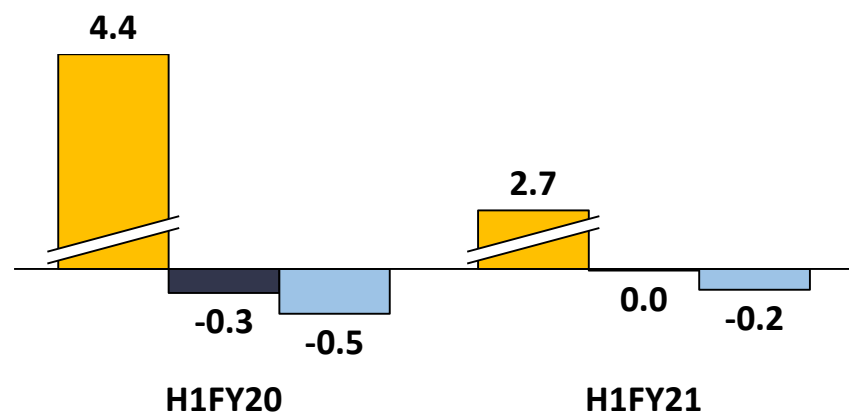
Equity & Liabilities (in Rs. Crs)	Sep-20	Mar-20
Equity	842.6	809.0
Share Capital	36.0	36.0
Other Equity	806.5	772.9
Non Current Liabilities	38.6	36.6
Financial Liabilities		
Borrowings	13.1	13.5
Lease Liabilities	10.5	10.9
Income Tax Liabilities	2.6	0.5
Provisions	0.3	-
Deferred Tax Liabilities (Net)	12.2	11.7
Current Liabilities	183.1	183.6
Financial Liabilities		
Borrowings	29.1	35.1
Lease Liabilities	2.0	2.0
Trade Payables	133.4	124.2
Other Financial Liabilities	10.1	8.0
Other Current Liabilities	8.3	14.1
Provisions	0.3	0.3
Total Equity & Liabilities	1,064.3	1,029.2

Subsidiaries Performance

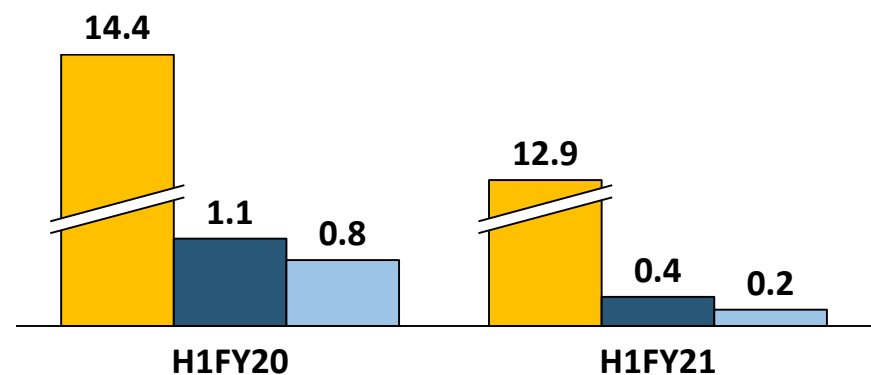
El Ceramics [\$ mn]



Hofmann Ceramic [Euro mn]



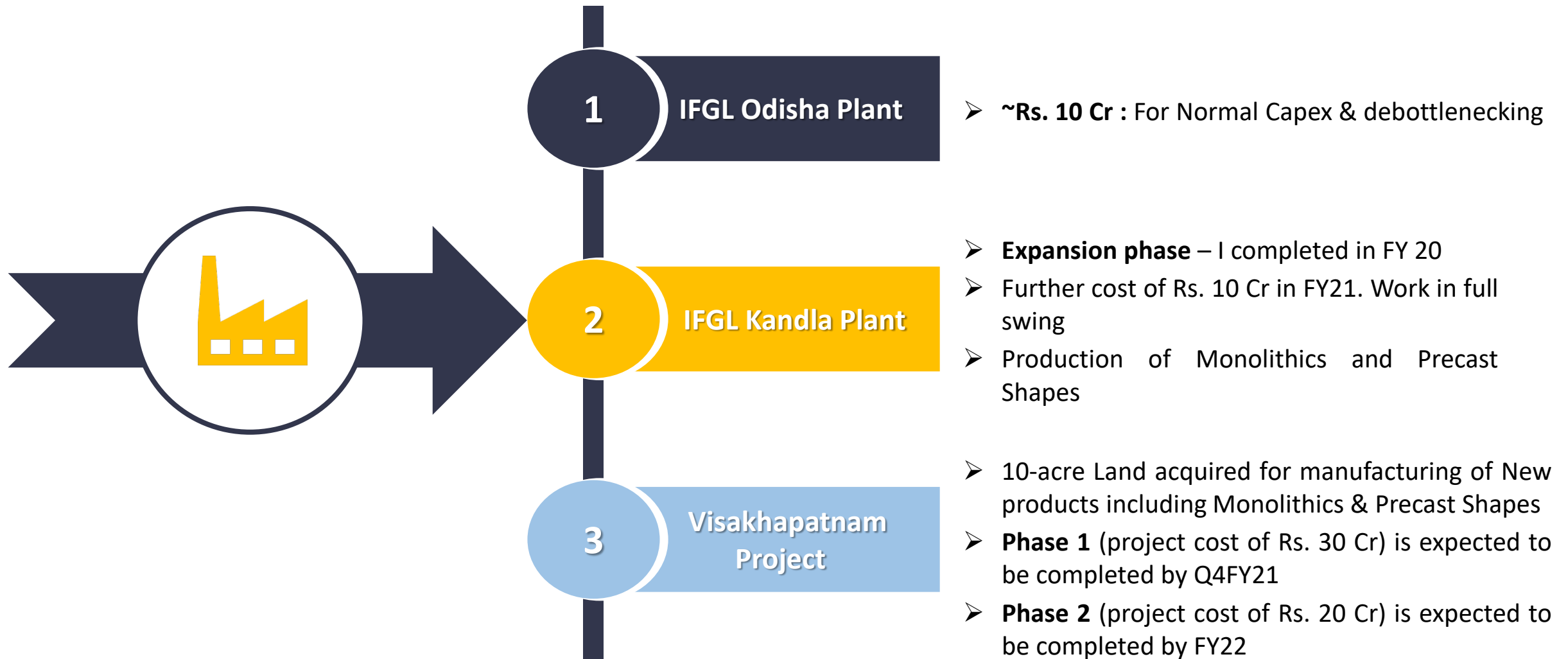
Monocon Group [GBP mn]



■ Revenue
■ EBITDA
■ PAT

Performance of overseas subsidiaries has been subdued due to second wave of Covid-19 spread in US & Europe. Visible signs of recovery in UK and US operations. Expect the business to normalize very soon

Ongoing Capex to boost performance



Capex till date funded out of internal accruals

Consistently performing over the years...



Particulars [Rs. Crs.]	FY16	FY17	FY18	FY19	FY20
Total Income	722.1	769.5	839.7	955.4	928.3
Materials consumed	365.2	362.0	421.4	477.0	459.1
Employee Expenses	119.6	120.9	126.7	146.2	150.5
Other Expenses	156.1	183.5	181.3	218.5	216.2
EBITDA	81.2	103.1	110.3	113.8	102.5
EBITDA %	11.2%	13.4%	13.1%	11.9%	11.0%
Depreciation & Amortization	15.6	17.3	17.0	19.2	21.5
Goodwill written off*	-	26.8	26.8	26.8	26.8
Finance Cost	4.8	4.5	4.0	3.7	3.6
Profit before Tax before Exceptional Items	60.9	54.5	62.6	64.1	50.6
Exceptional Item [#]	-	-	-	-	-20.6
Profit before Tax and Minority Interest (MI)	60.9	54.5	62.6	64.1	30.0
Tax	15.7	4.6	15.4	13.6	10.5
Profit after Tax before MI	45.2	50.0	47.1	50.5	19.5
Minority Interest	3.2	0.0	0.0	0.0	0.0
Profit after Tax & MI	41.9	50.0	47.1	50.5	19.5
Cash Profit	57.5	83.6	92.0	95.1	89.2
Earnings Per share (Rs.)	12.12	13.86	13.07	14.00	5.40

* Goodwill on account of Merger is being written off over a period of 10 years

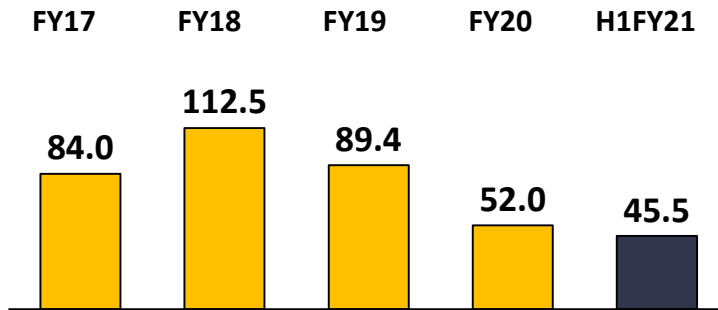
Cash PAT = Profit after Tax + Deferred tax + Depreciation + Goodwill written off on account of merger + Exceptional Item written off

[#]Exceptional Item is the Impairment of Goodwill pertaining to German operations

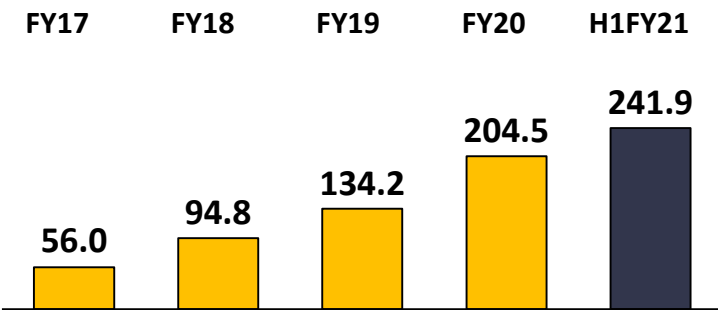
...to create sustainable value for Shareholders...



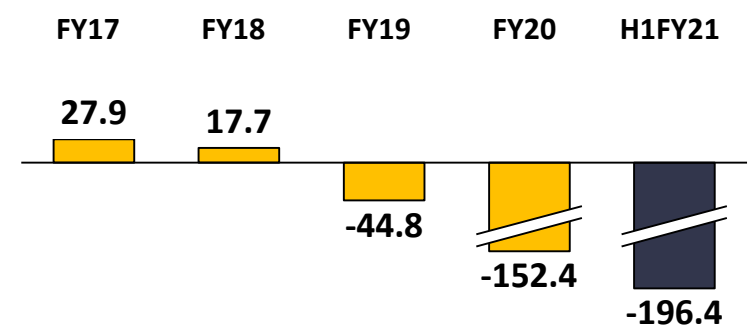
Total Debt (Rs. Crs.)



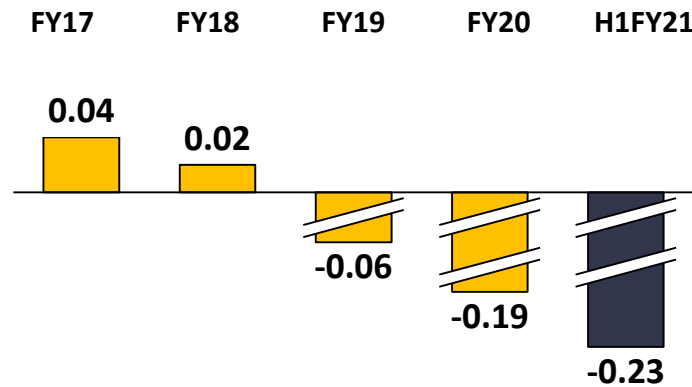
Cash & Equivalents (Rs. Crs.)



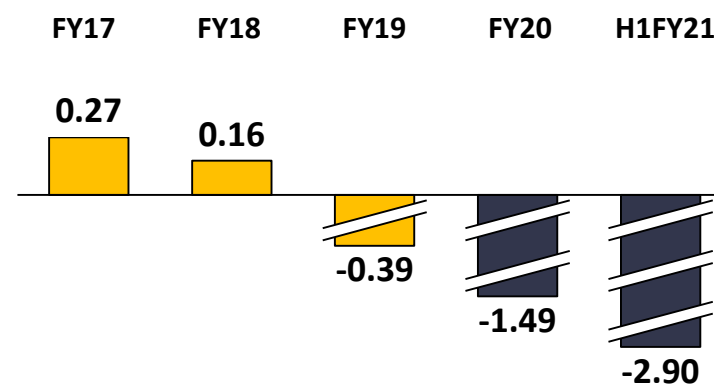
Net Debt (Rs. Crs.)



Net Debt : Equity [x]

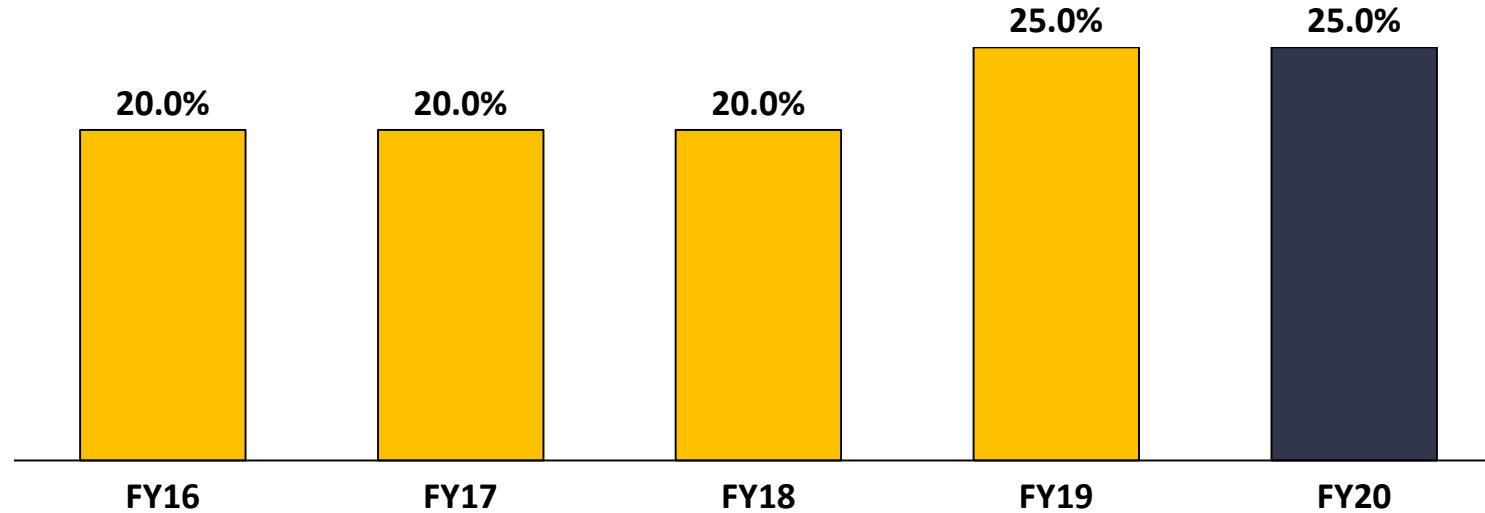


Net Debt : EBITDA [x]



We are a Net Cash Company from FY 19

...with consistent Payout

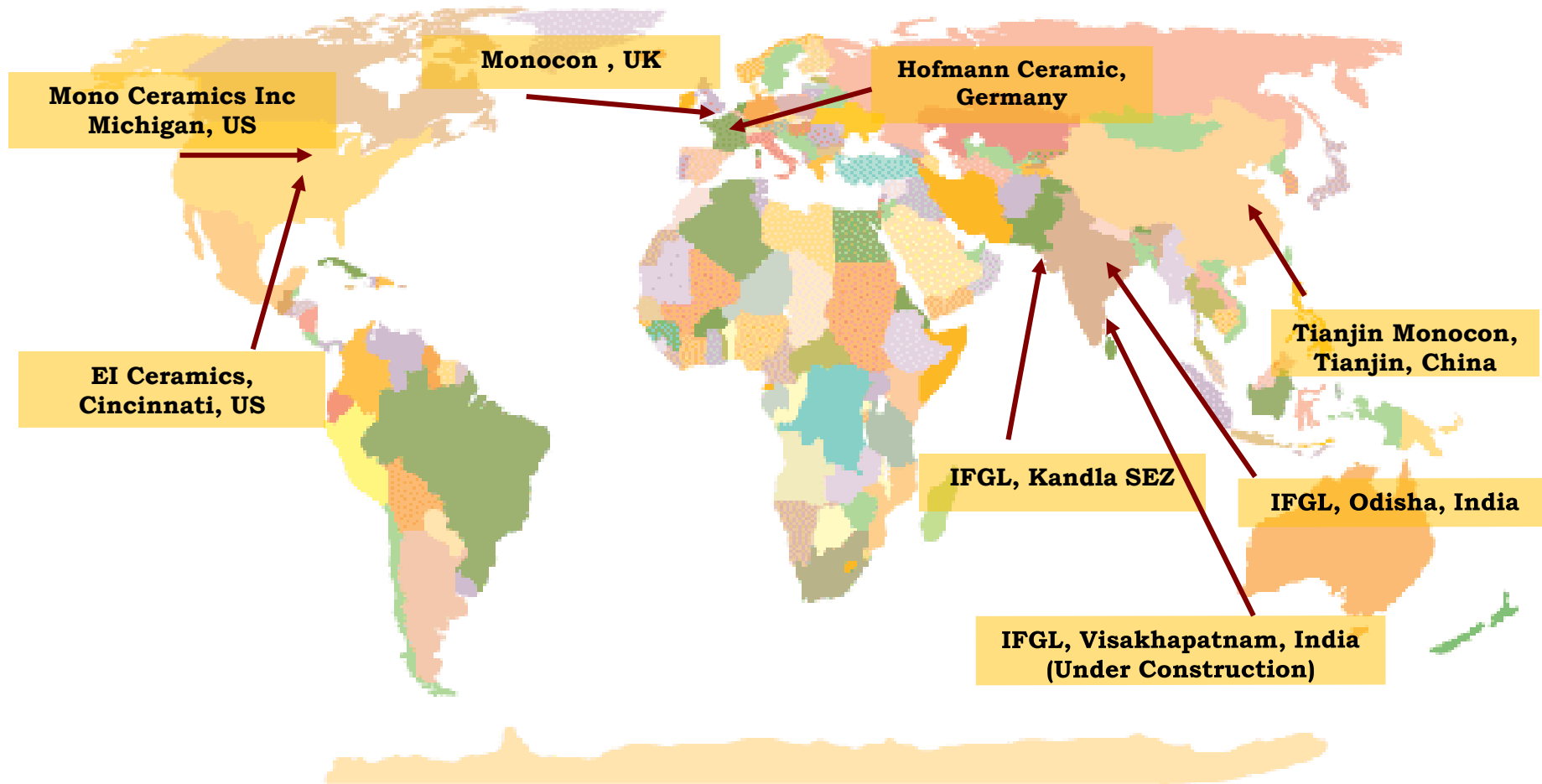


Particulars (Rs.)	FY16	FY17	FY18	FY19	FY20
Consolidated Book Value Per Share	111.7	189.9	208.7	220.5	224.5
Consolidated Earning Per Share	12.1	13.9	13.1	14.0	5.4*
Dividend Per Share	2.00	2.00	2.00	2.50	2.50

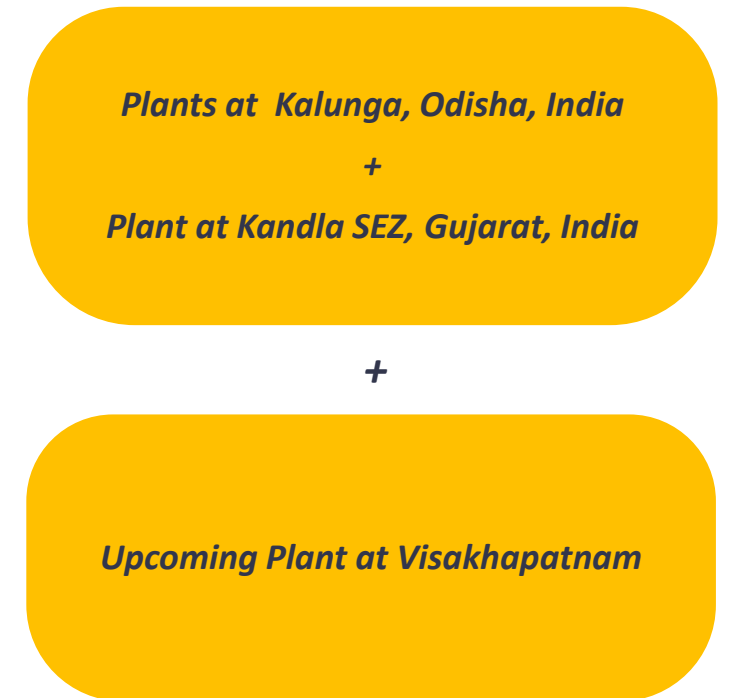
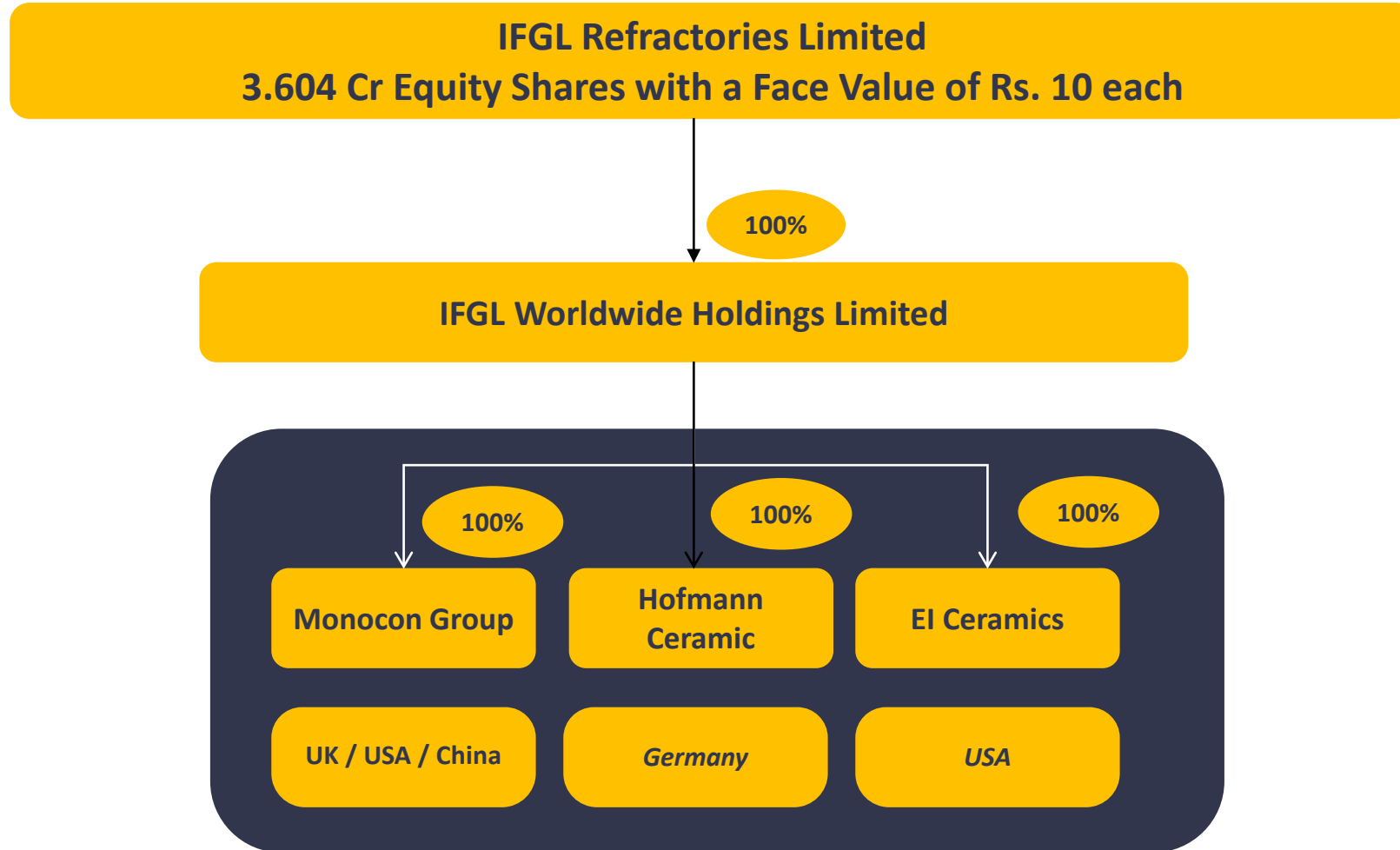
* EPS lower due to Exceptional Item being Impairment of Goodwill pertaining to German operations

About Us

A Global MNC...



Corporate Structure...



...simplified to create value for shareholders



Mr. S.K. Bajoria
Chairman

- Promoter of S K Bajoria Group based at Kolkata engaged in diversified business activities
- Has been President of the Indian Chamber of Commerce, Director of West Bengal Industrial Development Corporation Ltd and Industrial Promotion & Investment Corporation of Orissa Ltd.



Mr. P. Bajoria
Managing Director

- Associated with IFGL from very early days of Indo Flogates Ltd, before start of production in 1984. Has been Director & Chief Executive of erstwhile Indo Flogates Ltd.
- More than ~40 years of experience of Refractory Industry & has been involved in various capacities in Indian Refractories Makers Association



Mr. Kamal Sarma
Director & Chief Financial Officer

- Fellow Member of ICAI and a law graduate with more than 30 years of experience in Finance, Accounts, Commercial & Operations
- More than 20 years of working experience in the refractory industry
- Previously was COO of erstwhile IFGL Refractories Ltd. till February 2011. Ex-Chairman of Indian Refractory Makers Association

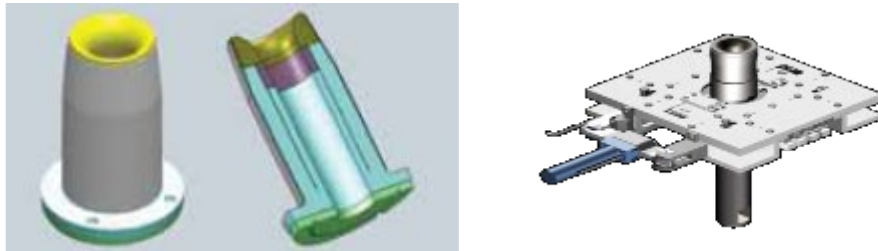
Isostatic Refractories



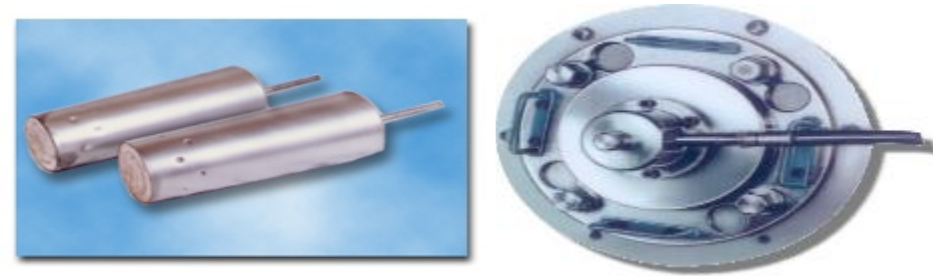
Slide Gate Refractories & Systems



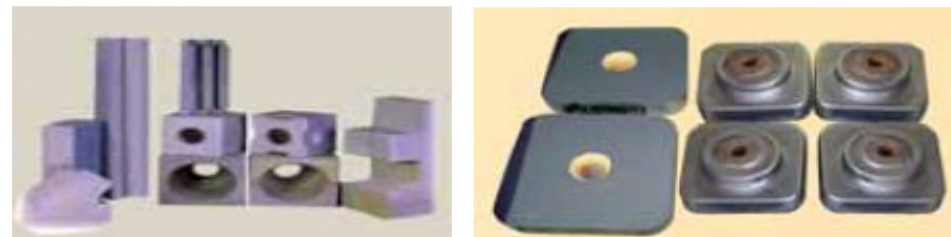
Tube Changer Refractories & System



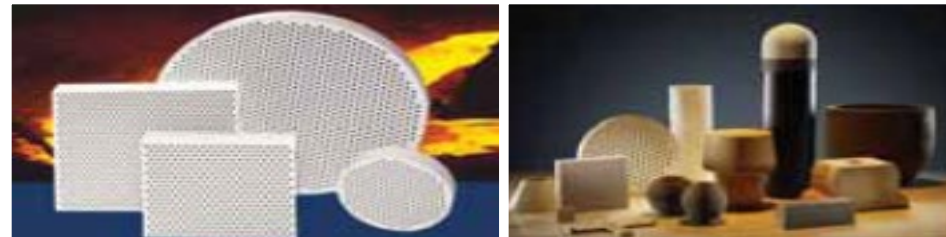
Purging System & Refractories



Cast Products & Zirconia Nozzles



Foundry Ceramics



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For further information, please contact:



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Investor Relations Advisors :

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